



Smarter operational decision-making support

Focus on facts. Get instant overviews and drill down into the details you need, to do your job and meet your goals.

The chances are that much of your business insight is currently delivered via complex spreadsheets. The predominant use of spreadsheets by senior executives can be associated with the following challenges:

- High maintenance costs.
- No real-time analysis.
- Inability to easily identify issues and underlying causes.
- Spreadsheets constraining ability to change.
- Limited perspectives.

What if you could eliminate these concerns by using integrated dashboards that work seamlessly with your ERP solution, out-of-the-box? What if you could rely on a set of metrics that are automatically updated, providing you with timely and relevant insights?

Unit4 provides you with a set of PSO-specific dashboards. These enable you to view data from different perspectives, and you can disaggregate data down to transaction level – revealing underlying trends, patterns, or insights.

The Dashboards for Professional Services Organizations

At any point in time, you can measure performance, identify opportunities and mitigate risks. The dashboards extract data from your operational systems and turn it into actionable information.

Each of the dashboards contains RAG status indicators against corporate-wide KPIs, as well as detailed sections for the metrics, which support a specific focus area – for example: Billing and Cash, Profitability or

Utilization, all of which are vital for your Professional Services Organization.

The same set of data can be viewed from different “perspectives” to support decision-making – for example: looking at Revenue by Project or Revenue by Client, and you have the ability to drill down through the hierarchy.

BILLING AND CASH DASHBOARD

Keep control of Billing and Cash metrics:

- Unbilled work.
- Order to cash.
- Invoices outstanding.
- Missing timesheets.

PROFITABILITY DASHBOARD

Stay on top of Profitability metrics:

- Actual revenue vs budget
- Forecasted revenue vs budget
- Portfolio information (projects per category)
- Portfolio information (projects per vertical)

UTILIZATION DASHBOARD

Dynamically manage Utilization metrics:

- Capacity.
- Non-billable days, split by Consultants' level.
- Employee development.
- Target achievement.

PIPELINE DASHBOARD

Keep control of Pipeline metrics:

- Pipeline per stage
- Pipeline coverage
- Pipeline per organizational unit
- Revenue projection

About Unit4

Unit4 is a leading provider of enterprise applications empowering people in service organizations. With annual revenue north of 500M Euro and more than 4200 employees world-wide, Unit4 delivers ERP, industry-focused and best-in-class applications. Thousands of organizations from sectors including professional services, education, public services, not-for-profit, real estate, wholesale, and financial services benefit from Unit4 solutions. Unit4 is in business for people.

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